



## SUPPLY CHAIN PLANNING FOR PHARMACEUTICALS

**Pharma firms spend fortunes** to bring new products to market. Late stage trial failures cost billions, and R&D returns have been in decline. CCH® Tagetik Supply Chain Planning (formerly Vanguard Predictive Planning\*) for Pharma is the solution. Whether for R&D pipeline development, manufacturing, supply chain, or other needs, CCH® Tagetik helps you and your teams see, understand, and shape the future. Our integrated platform matches advanced-analytic modeling and simulation with an industry-acclaimed UI and workflow process. With CCH® Tagetik, expect to sustain revenue growth; reduce costs related to development, procurement, and marketing; and increase profitability.

### The Challenge

Drug developers face rising R&D costs, elusive returns, perilous late-stage approval efforts, raw materials constraints, and impending patent expirations – hundreds of billions in lost sales. The terrain is no less rocky for manufacturers and distributors. Pharma supply chains are as complex, volatile, and risk-prone as any in modern industry. The growth of emerging markets, contract manufacturing, and new medicines and ingredients only drives uncertainty higher. Additional challenges include product and requirements complexity; long development cycles; short shelf lives; multi-facility value chains; long cycle times, and variable output; difficult to assess new product adoption and revenue; patent sunsets; and launch delays.

### CCH® Tagetik for Pharmaceuticals

The days of building spreadsheet models are over. No more my-version versus your-version of the forecast; labor hours dedicated to formatting documents; manual and painstaking what-if analyses; and siloed Marketing, Procurement, Demand Planning, and Finance activities.

With CCH® Tagetik Supply Chain Planning for Pharma, organizations gain a consolidated view of demand, supply, portfolio, and pipeline across product families and lines of business.

This vantage point takes into account promotions, advertising, new product introductions, seasonality, competitor actions, and all of the other drivers that shape short- and long-term forecasts. With CCH® Tagetik, all teams in the organization see and contribute to forecasts and plans on a single, unified platform.

# SUPPLY CHAIN PLANNING FOR PHARMACEUTICALS

Teams and users model scenarios, review projections, discuss what-ifs, and align goals with expectations.

Leverage the following features:

## ADVANCED-ANALYTIC FORECASTING ALGORITHMS

Identify patterns, seasonality, anomalies, correlations, and more.

## COGNITIVE METHOD-SELECTION TECHNOLOGY

Automatically chooses optimal forecast methods and parameters, increasing accuracy and allowing business users to spend more time on results.

## ADJUSTMENTS & OVERRIDES

Let Sales and other business users layer in promotions, ad campaigns, and other business activities or events to help shape or refine forecasts.

## AUTOMATED NEW PRODUCT INTRODUCTIONS

Cannibalization, supersession, comparable forecasting, new store openings, and group forecasting.

\*Wolters Kluwer acquired Vanguard Software, a global provider of cloud-based integrated business planning (IBP) solutions, extending the award-winning CCH® Tagetik corporate performance management (CPM) expert solution into sales and operations planning, including supply chain planning.

## About Wolters Kluwer

Wolters Kluwer (WKL) is a global leader in professional information, software solutions, and services for the healthcare; tax and accounting; governance, risk and compliance; and legal and regulatory sectors. We help our customers make critical decisions every day by providing expert solutions that combine deep domain knowledge with technology and services. Wolters Kluwer reported 2020 annual revenues of €4.6 billion. The group serves customers in over 180 countries, maintains operations in over 40 countries, and employs approximately 19,200 people worldwide. The company is headquartered in Alphen aan den Rijn, the Netherlands. Wolters Kluwer shares are listed on Euronext Amsterdam (WKL) and are included in the AEX and Euronext 100 indices. Wolters Kluwer has a sponsored Level 1 American Depositary Receipt (ADR) program. The ADRs are traded on the over-the-counter market in the U.S. (WTKWY).

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